

## Message Text

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ACTION NEA-09

INFO OCT-01 ISO-00 NEAE-00 EB-07 /017 W

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R 061226Z MAR 75

FM AMEMBASSY TEHRAN

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 521

UNCLAS TEHRAN 2174

USDOC FOR CAGNE, PETER HALE

E.O. 11652: N/A

TAGS: OVIP, BEXP IR

SUBJ: MAJOR PROJECTS: INDUSTRIAL WAREHOUSE PROJECT

1. COMMERCIAL AND MANUFACTURING SERVICES CO OF IDRO (GOI AGENCY WHICH OWNS 85 COMMERCIAL COMPANIES, MAINLY ENGAGED IN MANUFACTURING) HAS BEEN CHARGED WITH ESTABLISHING MODERN INDUSTRIAL WAREHOUSE TO CARRY INVENTORIES FOR ALL IDRO COMPANIES, NIOC, COPPER AND STEEL INDUSTRIES. ON PERIODIC BASIS BUYERS WILL BE SURVEYED ON FUTURE REQUIREMENTS, GOODS WILL BE PURCHASED ON IDOR ACCOUNT, STORED IN WAREHOUSE SYSTEM, AND EVENTUALLY SOLD AND DISTRIBUTED. WAREHOUSE HEADQUARTERS IN TEHRAN WILL BE APPROX 30,000 SQUARE METERS, WITH AFFILIATED WAREHOUSES THROUGHOUT IRAN. ESTIMATED COST OF PROJECT OVER \$1 BILLION.

2. IDRO INTERESTED IN MODERN, COMPUTERIZED SYSTEM; PROJECT ALSO REQUIRES ACCOUNTING SYSTEM. LITERATURE OF JAPANESE FIRM PACKBUIL/DAIFUKU USED TO ILLUSTRATE TYPE OF WAREHOUSE DESIRED.

3. PROJECT ANTICIPATED IN THREE PHASES: (A) PLANNING, (B) WAREHOUSE AND SYSTEM DESIGN; AND (C) CONSTRUCTION. LAST TWO PHASES COULD BE TURNKEY. SINCE PROJECT NO MORE DEFINED THAN INDICATED PARAS 1 AND 2, EARLY RETENTION OF CONSULTING FIRM TO ASSIST IN PLANNING AND FOLLOW-UP ON IMPLEMENTATION IS TOP PRIORITY. IN THIS REGARD, EMBASSIES OF US, JAPAN AND GERMANY APPROACHED TO ASSIST IN LOCATING CONSULTANT. ENTIRE SYSTEM WILL PROBABLY BE PURCHASED FROM ONE OF THESE COUNTRIES.

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4. MR SIAVOSH EMAD, MANAGING DIRECTOR, COMMERCAIL AND MANUFACTURING SERVICES CO, 210 SEPAHBOD ZAHEDI AVENUE, TEHRAN (ETEL 838354; CABLE SAZBATO) IS HEADING PROJECT. CONSULTANTS INTERSTED IN PLANNING PHASE SHOULD WRITE TO/VISIT BEFORE MARCH 20 EMAD OR HIS DEPUTY DAVOUD GHAJAR USING ABOVE ADDRESS OR EMBASSY ADDRESS. FYI: PRINCIPALS WILL BE OUT OF COUNTRY MARCH 20 - APRIL 20. END FYI.

5. EMAD (POSSIBLY ACCOMPANIED BY GHAJAR) PLANS VISIT GERMANY, US AND JAPAN APRIL/MAY. US VISIT SCHEDULED 29 APRIL - 9 MAY. EMAD WOULD APPRECIATE USDOC PREPARING OFFICIAL RECEPTION AND SCHEDULE WITH VISITS TO SEVERAL MODERN WAREHOUSES AND MEETINGS WITH CONSULTANTS INTERESTED PLANNING PHASE. EMBASSY HAS VIRTUALLY ASSURED EMAD OF OFFICIAL ESCORT AND BELIEVES THIS VISIT SHOULD RECEIVE PRIORITY ATTENTION. IN ADDITION TO WAREHOUS PROJECT, COMMERCIAL AND MANUFACTURING SERVICES CO IS PROCUREMENT AGENT FOR ALL IDRO COMPANIES.

6. ACTION REQUESTED: (A) PLEASE NOTIFY APPROPRIATE CONSULTANTS FOR PLANNING PHASE AND URGE THEM TO SEND DESCRIPTIVE BORCHURES/ PROPOSALS PRIOR TO MARCH 20; (B) PLEASE ADVISE PRIOR TO MARCH 18 RE POSSIBILITY OF USDOC PREPARING SCHEDULE FOR EMAD AND ESCORTING HIM. TENTATIVE SCHEDULE (IF POSSIBLE) WOULD BE APPRECIATED. HELMS

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